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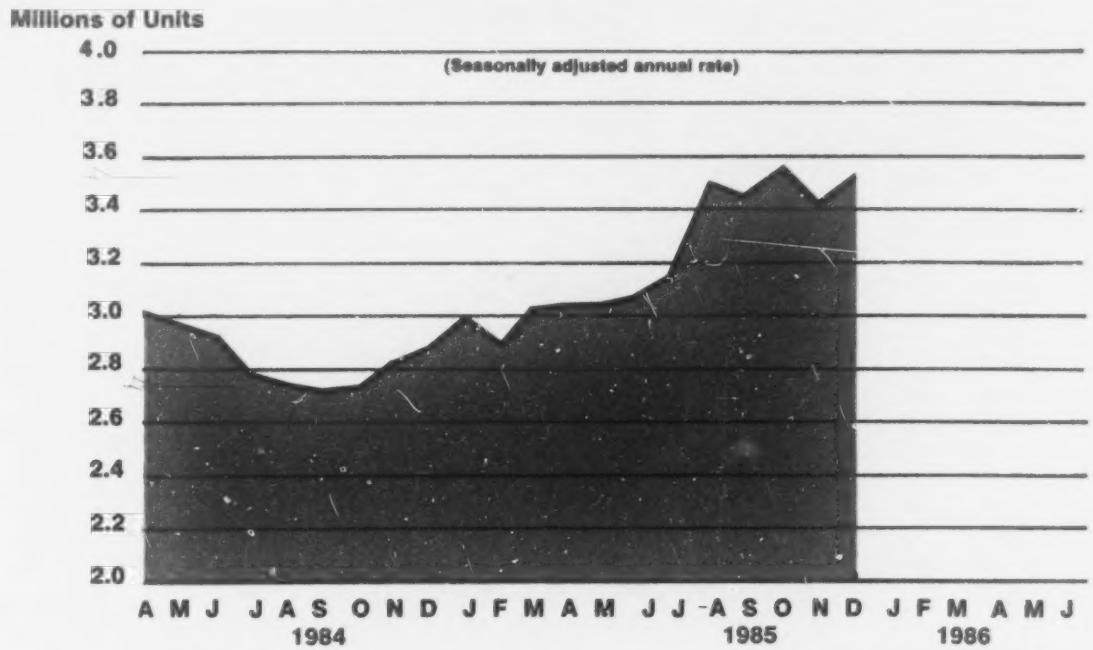
MONTHLY REPORT

existing home sales

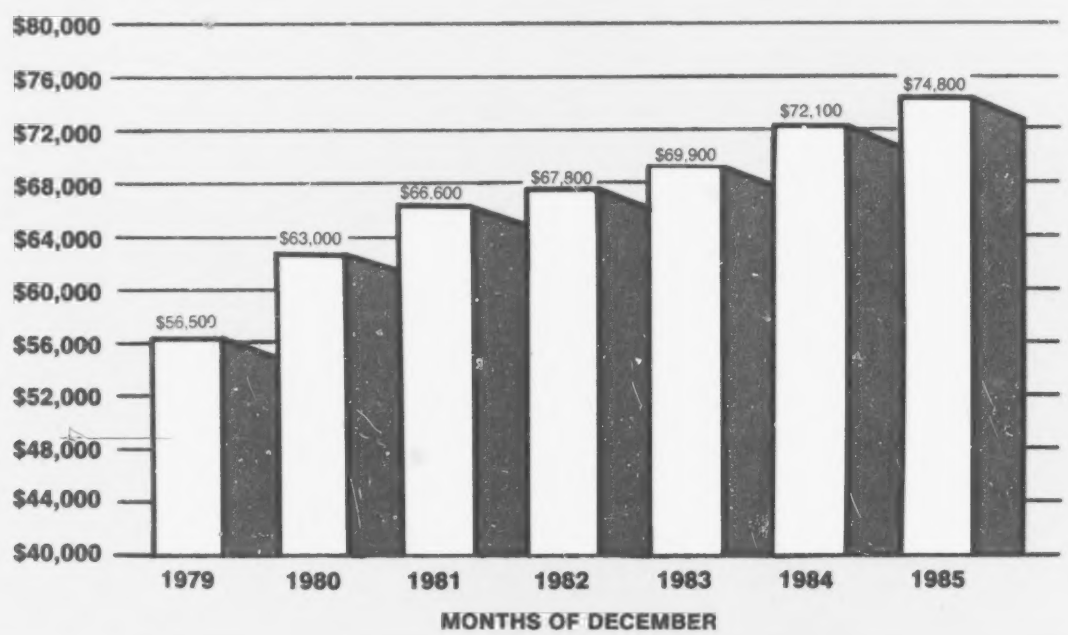
NATIONAL ASSOCIATION OF REALTORS® • ECONOMICS AND RESEARCH DIVISION

January, 1986

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES



MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES IN THE UNITED STATES FOR THE MONTH OF DECEMBER 1979—1985



SURVEY DESCRIPTION

Publication

1. "Existing Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 275 Boards of REALTORS® and multiple listing systems. In 1983 data on over 1,160,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/condo statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium/cooperative sales and state home sales are based on quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

Annual subscription price for 12 monthly issues is $36 to members of the NATIONAL ASSOCIATION OF REALTORS® and $48 to nonmembers.

Questions concerning this report should be directed to the **NATIONAL ASSOCIATION OF REALTORS®**, Economics and Research Division, 777 14th Street, N.W., Washington, D.C. 20005 (202) 383-1063.

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existing home sales

Existing Single-Family Home Sales

Existing single-family home sales rebounded in December to a seasonally adjusted annual rate of 3,530,000 units. A return to seasonal weather allowed sales which were postponed due to November's harsh weather to take place. December's sales pace was 3.2 percent higher than that achieved in November. Similarly the sales rate increased by 7.6 percent in the Northeast to 710,000 units, 5.6 percent in the Midwest to 940,000 units, and 1.7 percent in the West to 610,000 units. Meanwhile, the sales rate remained steady at 1,270,000 units in the South, the highest sales rate in 1985.

As expected, 1985 proved to be a good year for home resales. Over the course of the year 3,216,000 existing single-family homes were sold. This is 12.1 percent more than in 1984, and the first time since 1979 that more than three million resales have taken place. Strongest growth over the year took place in the Northeast which recorded 622,000 home sales, 21.7 percent more than in 1984. Next came the Midwest recording a 14.8 percent increase to 867,000 sales. The South recorded 100,000 more sales in 1985 than in 1984 for a 9.2 percent growth to 1,172,000 transactions, while the West managed a respectable 4.7 percent increase to a total of 554,000 home sales.

Homes Available For Resale

In typical December fashion the number of homes on the market decreased sharply in December. Inventory available for sale fell to 2,240,000 units, the lowest level since January 1984. More striking, because of the strong sales market, that inventory is sufficient to supply the market for just 7.6 months, the lowest level recorded since this data series was introduced in 1982.

Home Sales Prices

The median price existing single-family home sold in December was $74,800, up $200 from the November level. The median price this December is 3.7 percent higher than a year earlier.

Regional price trends continue to be very revealing. The median price in the Northeast was $93,700. This is not only an increase of 5.0 percent since December 1984, but also marks the first time since December 1975 that the West has not had the highest regional median. Other regions exhibited more price stability. The median price in the Midwest was $58,800 an increase of 5.8 per cent during the last twelve months. An increase of 2.0 percent was recorded in the South with the median reaching $72,800. Meanwhile, home prices in the West continued to decline and in December stood at $92,200, a level 1.4 percent below a year earlier.

For 1985 in its entirety the median sales price nationwide for an existing single-family home was $75,200, 3.9 percent higher than in 1984. This is virtually the same increase as was experienced throughout the economy. The median price in the Northeast jumped 13.1 percent ($10,300) to $89,000, leading the nation in price increases. The South scored a 4.3 percent increase to $74,400 while the Midwest managed a 3.0 percent gain to $58,800 to retain claim to the region with the lowest median. Once again the West experienced price stability recording a decline of 0.1 percent. The West median of $95,200 remains below the median recorded in 1981 ($96,200) and the peak in 1982 ($98,900).

Housing Affordability

In December, for the first time since December 1979 the family earning the median family income can afford to purchase the median price existing single-family home. The Housing Affordability index jumped to 101.0 in December. This means a family earning the median income ($27,940) has one percent more income ($282) than required to qualify for the purchase of the median price existng home ($74,800). Although this is encouraging, housing remains much less affordable than it was a decade ago.

Factors contributing to the increase in affordability include the continuing decline in mortgage interest rates, modest increases in home prices, and increasing family income.

The companion affordability index for fixed rate loans stood at 95.1 in December, while the adjustable rate mortgages index (first year) jumped to 108.6. While initial interest rates are very appealing on the ARMs, buyers are generally opting for the security of fixed rate financing during this period of affordable mortgage loans.

Apartment Condominium and Cooperative Resales

The condominium/cooperative resale market slipped slightly during the fourth quarter of 1985, but nationwide resales of individual apartment units still reached record levels in 1985. Sales in the fourth quarter totalled 295,000 units on a seasonally adjusted annual rate basis, a decline of 6.9 percent from the third quarter. This decline is primarily attributable to a 15.4 percent drop in the torrid Northeast to a still very strong 137,000 units. Apartment unit resales dropped 5.4 percent in the Midwest to 52,000; increased 1.4 percent in the South to 70,000 and jumped 16.1 percent in the West to 36,000 units.

Despite the decline in condominium/cooperative activity, the total existing home sales market increased 3.3 percent in the closing quarter of 1985 to an annual sales rate of 3,800,000 units. Total sales increased 10.2 percent in the West, 3.9 percent in the South and 1.2 percent in the Northeast. Meanwhile, total existing home sales declined 5.1 percent in the Midwest during the fourth quarter.

State Resales

Just as housing markets in the closing months of 1985 were stronger nationwide than the third quarter, most states also experienced increasing sales levels. However, the regionalized or localized nature of the market was apparent with 19 states and the District of Columbia reporting weaker sales activity than three months earlier on a seasonally adjusted annual rate basis. Eleven states had especially strong markets increasing at least 10 percent from the previous quarter.

The largest states continue to dominate the housing market. The greatest number of home sales took place in California (437,600), followed by 221,900 in Pennsylvania, 218,200 in New York, 218,000 in Texas, and 201,800 in Florida. Those 5 states account for 34.1 percent of the market. Eight other states, Illinois, Indiana, Michigan, New Jersey, North Carolina, Ohio, Tennessee and Virginia, recorded annual sales rates in excess of 100,000 units during the fourth quarter. Those 13 large states encompassed 65 percent of the home resale market in the closing quarter of 1985.

Down		Up 0.1-9.9%		Up 10% or More
Arizona	Mississippi	Alabama	Nevada	Alaska
Arkansas	Nebraska	California	New Jersey	Colorado
District of Columbia	New Hampshire	Delaware	New York	Connecticut
Iowa	Oklahoma	Idaho	North Carolina	Florida
Kansas	Pennsylvania	Illinois	North Dakota	Georgia
Louisiana	Rhode Island	Indiana	Tennessee	Hawaii
Maine	South Carolina	Kentucky	Texas	New Mexico
Maryland	South Dakota	Massachusetts	Vermont	Ohio
Michigan	West Virginia	Missouri	Virginia	Oregon
Minnesota	Wisconsin	Montana	Washington	Utah
				Wyoming

Metropolitan Area Home Prices

Different areas of the country continue to exhibit widely divergent home price behavior. Of the 43 Metropolitan areas reporting in the closing quarter of 1985, six had a median sales price for existing single-family homes in excess of $100,000. The highest reported median was in metropolitan Boston ($144,800). Orange County California (Anaheim/Santa Ana MSA), Hartford, Los Angeles area, New York/Northern New Jersey/Long Island, and greater San Diego reported a $100,000 plus median. By contrast, the median sales price in greater Buffalo/Niagara Falls was $45,600. The Akron area, greater Cincinnati, metropolitan Detroit, greater Indianapolis, the Jacksonville area, greater Kansas City, the Louisville area, metropolitan Portland, and the Tampa/St. Petersburg/Clearwater areas all report medians of less than $60,000.

The absolute level of home prices only tells part of the story. There are also widely differing price

change patterns. While most metropolitan areas reported higher median prices, five areas had prices declining between the fourth quarter of 1984 and the fourth quarter of 1985. Those areas were primarily in the Southern region. The rapid pace of home price appreciation seen in the entire Northeast region also occurred in the major metropolitan markets. Six of the eight areas reporting price jumps of more than 10 percent over the last year were located in the Northeast. That select group was joined by the Dallas/Ft. Worth and Houston metropolitan areas.

Down	Up 0.1-4.9%		Up 5.0-9.9%	Up 10% or More
Memphis	Birmingham	Louisville	Akron	Albany/ Schenectady/ Troy
Oklahoma City	Chicago	Miami/ Hialeah	Orange County (CA)	Boston
Orlando	Cincinnati	Minneapolis/ St. Paul	Baltimore	Dallas/Ft. Worth
Portland	Cleveland	Phoenix	Buffalo/ Niagara Falls	Hartford
Tulsa	Denver	Salt Lake City/ Ogden	Columbus	Houston
	Ft. Lauderdale/ Hollywood/ Pompano Beach	San Antonio	Detroit	New York/N. New Jersey/Long Island
	Jacksonville	Tampa/St. Petersburg/ Clearwater	Indianapolis	Providence
	Kansas City		Milwaukee	Syracuse
	Los Angeles Area		Nashville	
			Philadelphia	
			Rochester	
			St. Louis	
			San Diego	
			Washington, D.C.	

UNITED STATES SUMMARY

		Existing Single-Family Home Sales (Seasonally Adjusted Annual Rates)	Number of Homes Available for Sale (End of Period)	Months Supply of Homes on the Market	Median Sales Price of Existing Single-Family Homes
	1979	3,827,000	n/a	*	$55,700
	1980	2,973,000	n/a	*	62,200
	1981	2,419,000	n/a	*	66,400
	1982	1,990,000	1,910,000	*	67,800
	1983	2,719,000	1,980,000	*	70,300
	1984	2,868,000	2,260,000	*	72,400
	1985[p]	3,216,000	2,240,000	*	75,200
1984	Nov	2,830,000	2,420,000	10.3	$71,900
	Dec	2,870,000	2,260,000	9.4	72,100
1985	Jan	3,000,000	2,510,000	10.0	$73,800
	Feb	2,880,000	2,520,000	10.5	73,500
	Mar	3,030,000	2,800,000	11.1	74,200
	Apr	3,040,000	2,780,000	10.9	74,500
	May	3,040,000	2,720,000	10.8	75,000
	Jun	3,060,000	2,910,000	11.4	76,200
	Jul	3,140,000	2,770,000	10.6	77,400
	Aug	3,500,000	2,700,000	9.3	76,900
	Sep	3,450,000	2,580,000	9.0	75,500
	Oct	3,550,000	2,570,000	8.7	74,800
	Nov[r]	3,420,000	2,510,000	8.8	74,600
	Dec[p]	3,530,000	2,240,000	7.6	74,800

r Revised n/a not available
p Preliminary * not applicable

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West
1979		3,827,000	526,000	1,061,000	1,353,000	887,000
1980		2,973,000	403,000	806,000	1,092,000	672,000
1981		2,419,000	353,000	632,000	917,000	516,000
1982		1,990,000	354,000	490,000	780,000	366,000
1983		2,719,000	493,000	709,000	1,035,000	481,000
1984		2,868,000	511,000	755,000	1,073,000	529,000
1985[p]		3,216,000	622,000	867,000	1,172,000	554,000
			Seasonally Adjusted Annual Rates			
1984	Nov	2,830,000	520,000	720,000	1,060,000	530,000
	Dec	2,870,000	520,000	720,000	1,100,000	520,000
1985	Jan	3,000,000	600,000	790,000	1,120,000	490,000
	Feb	2,880,000	510,000	750,000	1,120,000	490,000
	Mar	3,030,000	570,000	800,000	1,130,000	520,000
	Apr	3,040,000	560,000	800,000	1,160,000	520,000
	May	3,040,000	570,000	820,000	1,090,000	550,000
	Jun	3,060,000	600,000	840,000	1,080,000	540,000
	Jul	3,140,000	600,000	920,000	1,120,000	490,000
	Aug	3,500,000	670,000	940,000	1,270,000	610,000
	Sep	3,450,000	690,000	950,000	1,230,000	570,000
	Oct	3,550,000	720,000	940,000	1,240,000	640,000
	Nov[r]	3,420,000	660,000	890,000	1,270,000	600,000
	Dec[p]	3,530,000	710,000	940,000	1,270,000	610,000
			Not Seasonally Adjusted			
1984	Nov	210,000	37,000	48,000	87,000	38,000
	Dec	174,000	30,000	42,000	69,000	32,000
1985	Jan	190,000	35,000	46,000	75,000	32,000
	Feb	193,000	31,000	58,000	74,000	32,000
	Mar	262,000	45,000	70,000	99,000	48,000
	Apr	283,000	50,000	81,000	106,000	46,000
	May	297,000	55,000	82,000	108,000	52,000
	Jun	297,000	59,000	84,000	100,000	54,000
	Jul	311,000	63,000	92,000	110,000	46,000
	Aug	337,000	72,000	92,000	117,000	56,000
	Sep	281,000	61,000	74,000	93,000	52,000
	Oct	301,000	64,000	79,000	105,000	53,000
	Nov[r]	246,000	46,000	57,000	100,000	42,000
	Dec[p]	221,000	42,000	57,000	82,000	40,000

Components may not agree with totals due to rounding.

r Revised

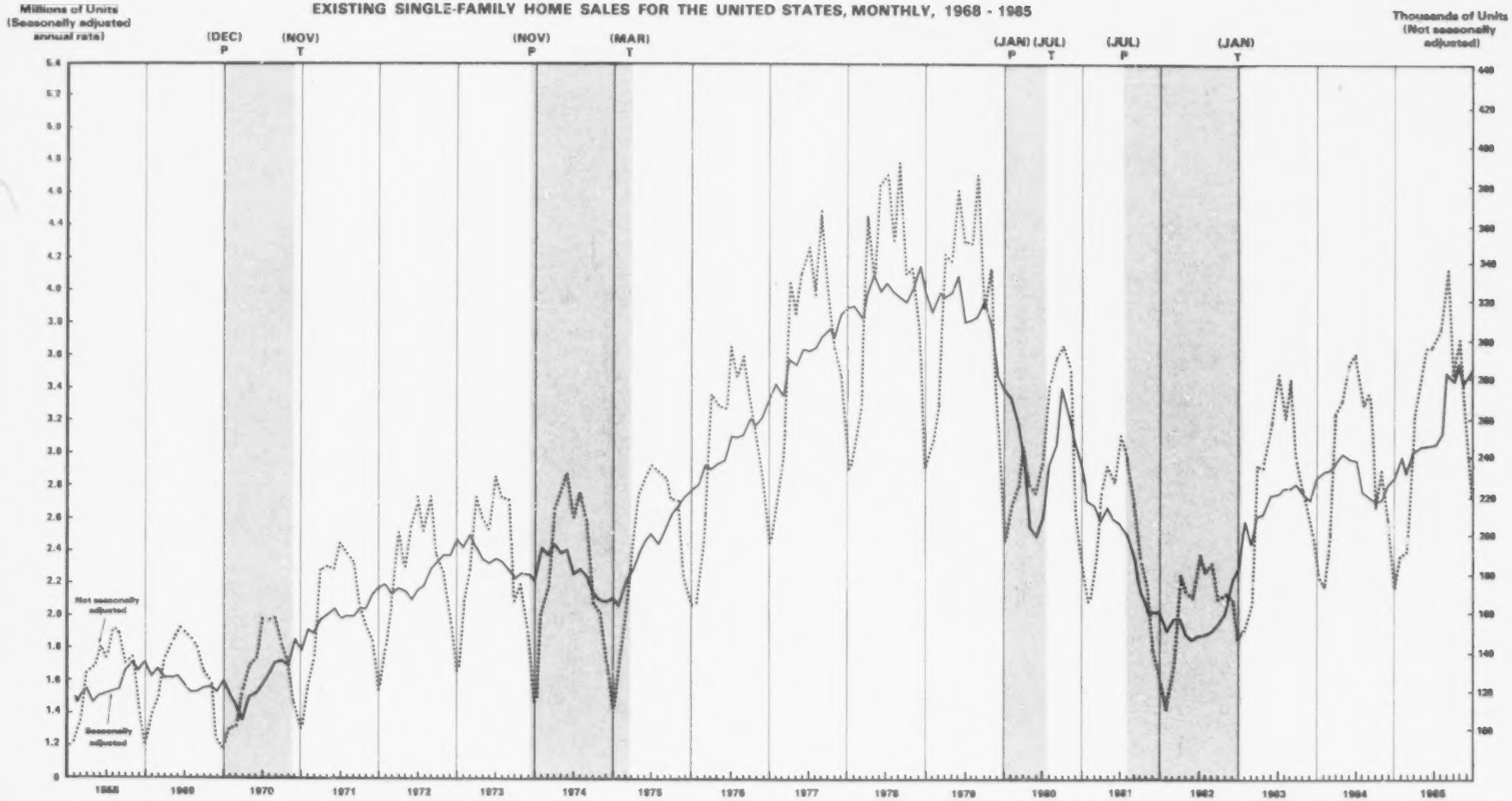
p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West
1979		$245.7	$33.3	$54.7	$79.8	$79.3
1980		216.4	28.9	45.4	73.9	70.4
1981		189.4	26.8	37.2	69.1	57.5
1982		160.2	26.7	29.7	61.4	41.8
1983		225.9	42.1	44.6	84.4	53.4
1984		246.6	48.4	48.1	90.1	59.6
1985[p]		291.1	67.8	57.1	103.1	63.0
		Seasonally Adjusted Annual Rates				
1984	Nov	$240.7	$50.6	$44.7	$88.6	$58.3
	Dec	248.2	51.3	45.5	92.7	58.3
1985	Jan	$263.2	$61.6	$51.3	$95.0	$54.5
	Feb	250.8	52.3	49.0	94.7	54.2
	Mar	268.3	60.0	52.5	98.0	57.4
	Apr	273.1	59.6	52.3	100.8	59.6
	May	274.0	62.5	54.5	95.2	61.9
	Jun	280.1	66.7	57.4	96.3	60.9
	Jul	293.9	65.4	62.4	101.4	60.4
	Aug	325.1	75.1	62.6	115.4	71.7
	Sep	314.1	75.6	62.1	108.4	66.8
	Oct	322.1	78.7	60.9	109.2	74.7
	Nov[r]	307.6	72.2	57.3	111.5	67.7
	Dec[p]	321.7	80.9	63.0	111.4	68.2
		Not Seasonally Adjusted				
1984	Nov	$17.8	$3.6	$3.0	$7.2	$4.2
	Dec	14.9	3.0	2.7	5.8	3.6
1985	Jan	$16.7	$3.6	$3.0	$6.5	$3.6
	Feb	16.8	3.2	3.5	6.3	3.7
	Mar	23.2	4.8	4.5	8.6	5.3
	Apr	25.4	5.3	5.3	9.2	5.2
	May	26.8	6.0	5.4	9.4	5.9
	Jun	27.1	6.5	5.7	8.9	6.1
	Jul	29.1	6.8	6.2	10.0	5.6
	Aug	31.3	8.0	6.1	10.6	6.6
	Sep	25.6	6.7	4.8	8.2	6.1
	Oct	27.4	7.0	5.1	9.2	6.1
	Nov[r]	22.1	5.1	3.7	8.8	4.7
	Dec[p]	20.1	4.8	3.8	7.2	4.4

Components may not agree with totals due to rounding.
r Revised
p Preliminary



Peak (P) of cycle indicates end of expansion in general economy and beginning of recession (shaded area).

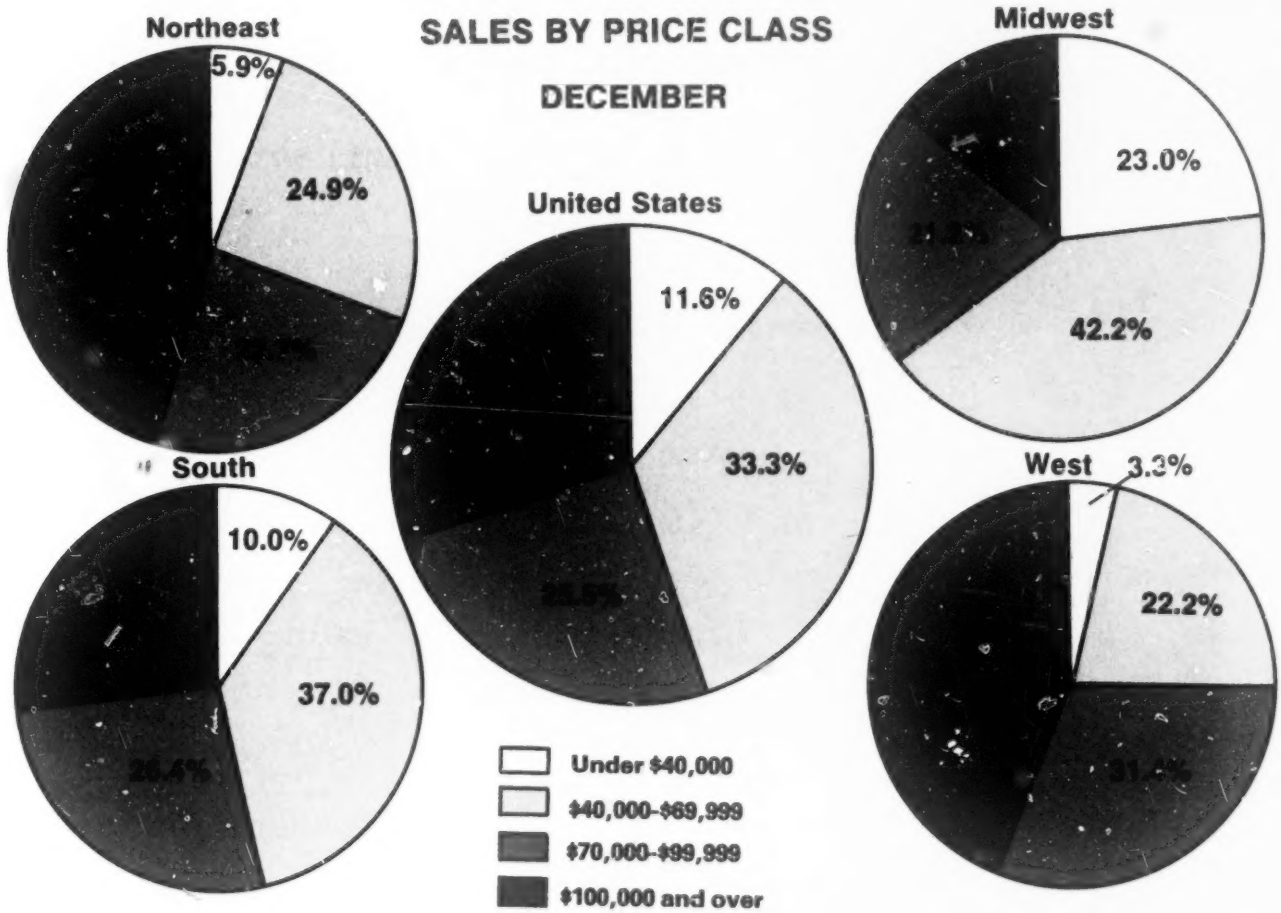
Trough (T) of cycle indicates end of recession in general economy and beginning of expansion.

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
			Median			
	1979	$55,700	$53,600	$47,800	$51,300	$77,400
	1980	62,200	60,800	51,900	58,300	89,300
	1981	66,400	63,700	54,300	64,400	96,200
	1982	67,800	63,500	55,100	67,100	98,900
	1983	70,300	72,200	56,600	69,200	94,900
	1984	72,400	78,700	57,100	71,300	95,800
	1985[p]	75,200	89,000	58,800	74,400	95,200
1984	Nov	$71,900	$82,000	$55,200	$70,900	$93,200
	Dec	72,100	81,500	55,600	71,400	93,500
1985	Jan	$73,800	$86,600	$57,500	$71,800	$95,600
	Feb	73,500	85,900	58,700	72,300	92,800
	Mar	74,200	87,200	58,600	73,400	91,900
	Apr	74,400	88,500	58,400	73,700	94,400
	May	75,000	88,800	58,800	73,900	94,500
	Jun	76,200	89,600	60,600	75,600	93,800
	Jul	77,400	87,000	60,100	76,700	101,800
	Aug	76,900	90,900	59,200	76,700	98,500
	Sep	75,500	89,300	58,200	74,400	97,700
	Oct	74,800	90,400	57,800	73,800	96,900
	Nov[r]	74,600	89,300	57,500	74,200	94,700
	Dec[p]	74,800	93,700	58,800	72,800	92,200
			Average (Mean)			
	1979	$64,200	$63,300	$51,600	$59,000	$89,400
	1980	72,800	71,700	56,300	67,700	104,700
	1981	78,300	76,000	58,900	75,400	111,400
	1982	80,500	75,400	60,700	78,700	114,200
	1983	83,100	85,400	62,900	81,500	111,000
	1984	86,000	94,800	63,700	84,000	112,700
	1985[p]	90,500	109,000	65,900	88,000	113,700
1984	Nov	$85,100	$97,800	$62,200	$83,200	$109,100
	Dec	85,900	97,900	63,000	84,000	111,100
1985	Jan	$87,700	$102,800	$64,700	$84,700	$112,200
	Feb	87,200	102,800	65,300	84,500	109,600
	Mar	88,600	105,700	65,300	86,400	110,200
	Apr	89,700	107,100	65,100	86,800	114,300
	May	90,100	109,100	66,100	87,000	113,100
	Jun	91,500	110,400	67,500	89,100	113,100
	July	93,500	108,300	67,900	90,400	122,100
	Aug	93,000	111,600	66,500	90,900	117,700
	Sep	91,100	109,700	65,300	88,200	116,300
	Oct	90,800	110,000	64,700	87,900	115,900
	Nov[r]	90,000	109,900	64,500	87,800	112,800
	Dec[p]	91,200	114,700	66,900	87,700	111,900

r Revised
p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS

(Percentage Distribution)

Price Class	Dec 1981	Dec 1982	Dec 1983	Dec 1984[r]	Dec 1985[p]
$19,999 or under	3.6	2.7	2.1	2.1	1.8
$20,000-$29,999	5.5	4.5	4.1	3.8	3.2
$30,000-$39,999	9.1	8.5	7.8	7.1	6.6
$40,000-$49,999	11.6	12.0	11.0	10.5	9.6
$50,000-$59,999	12.2	13.0	12.9	12.3	11.5
$60,000-$69,999	11.9	11.9	12.2	11.8	12.2
$70,000-$79,999	10.1	10.1	10.8	10.6	10.4
$80,000-$89,999	7.9	8.1	8.7	8.6	8.7
$90,000-$99,999	6.0	5.7	5.7	6.5	6.4
$100,000-$119,999	7.2	7.9	8.3	8.4	8.5
$120,000-$159,999	8.0	8.5	8.8	9.6	10.3
$160,000-$199,999	3.4	3.4	3.6	4.1	4.8
$200,000-$249,999	1.8	1.9	2.0	2.2	2.7
$250,000 and over	1.7	1.8	2.0	2.4	3.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$66,600	$67,800	$69,900	$72,100	$74,800

r Revised
p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS DECEMBER 1985

(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$19,999 or under	1.8	0.9	4.1	1.1	0.5
$20,000-$29,999	3.2	1.5	7.0	2.6	0.7
$30,000-$39,999	6.6	3.5	11.9	6.3	2.1
$40,000-$49,999	9.6	5.4	14.6	10.9	4.1
$50,000-$59,999	11.5	9.1	14.1	12.9	7.7
$60,000-$69,999	12.2	10.4	13.5	13.2	10.4
$70,000-$79,999	10.4	8.8	9.8	10.8	11.5
$80,000-$89,999	8.7	8.1	6.9	9.0	10.9
$90,000-$99,999	6.4	5.8	4.5	6.6	9.0
$100,000-$119,999	8.5	9.3	5.1	8.6	12.1
$120,000-$159,999	10.3	16.7	5.0	9.3	14.0
$160,000-$199,999	4.8	9.1	1.9	3.9	6.8
$200,000-$249,999	2.7	4.9	1.0	2.0	4.7
$250,000 and over	3.3	6.5	0.6	2.8	5.5
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$74,800	$93,700	$58,800	$72,800	$92,800

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS DECEMBER 1985

(Percentage Distribution)

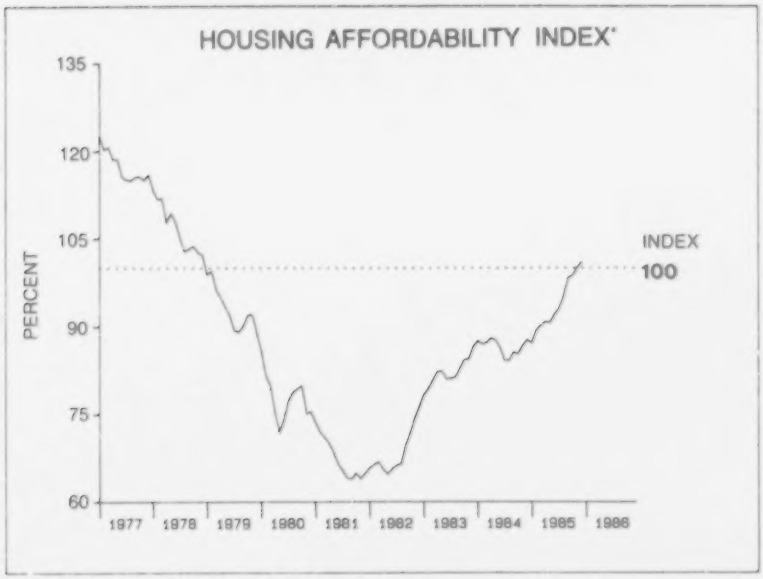
Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	18.0	13.9	20.2	17.0	20.3
3 Bedrooms	53.4	48.7	54.1	56.9	50.1
4 Bedrooms or more	28.6	37.4	25.7	26.1	29.6
Total	100.0	100.0	100.0	100.0	100.0

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY NUMBER OF BEDROOMS

Number of Bedrooms	Dec 1981	Dec 1982	Dec 1983	Dec 1984[r]	Dec 1985[p]
2 Bedrooms or less	$47,700	$48,400	$59,900	$53,300	$54,200
3 Bedrooms	$65,500	$64,800	$77,600	$69,600	$71,100
4 Bedrooms or more	$94,800	$93,900	$115,000	$100,700	$103,500
All Homes	$66,600	$67,800	$69,900	$72,100	$74,800

r Revised
p Preliminary

HOUSING AFFORDABILITY



Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income***	Affordability Indexes Composite	Fixed	ARM
1979	$55,700	10.92%	$422	25.7%	$19,680	$20,240	97.2	97.2	97.2
1980	62,200	12.95	549	31.3	21,023	26,328	79.9	79.9	79.9
1981	66,400	15.12	677	36.3	22,388	32,485	68.9	68.9	68.9
1982	67,800	15.38	702	35.9	23,433	33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985p	75,200	11.74	607	26.1	27,940	29,126	95.9	94.0	105.5
1984									
Nov	$71,900	12.89%	$631	28.8%	$26,279	$30,305	86.7	83.3	88.7
Dec	72,100	12.77	628	28.5	26,433	30,130	87.7	85.6	90.1
1985									
Jan	$73,800	12.61%	$635	28.7%	$26,559	$30,487	87.1	84.3	89.9
Feb	73,500	12.39	623	28.0	26,684	29,882	89.3	85.8	93.6
Mar	74,200	12.19	619	27.7	26,810	29,725	90.2	85.7	95.2
Apr	74,500	12.11	618	27.5	26,935	29,669	90.8	85.8	96.4
May	75,000	12.11	622	27.6	27,061	29,868	90.6	85.2	96.2
Jun	76,200	11.76	616	27.2	27,186	29,559	92.0	85.9	96.7
Jul	77,400	11.47	612	26.9	27,312	29,365	93.0	87.2	98.2
Aug	76,900	11.33	601	26.3	27,438	28,860	95.1	89.5	101.5
Sep	75,500	11.20	584	25.4	27,563	28,049	98.3	92.3	105.2
Oct	74,800	11.32	584	25.3	27,689	28,051	98.7	92.7	106.0
Novr	74,600	11.26	580	25.0	27,814	27,845	99.9	94.1	107.1
Decp	74,800	11.14	576	24.7	27,940	27,658	101.0	95.1	108.6

r Revised

p Preliminary

* Index equals 100 when median family income equals qualifying income.

** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.

*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent downpayment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

	Year	United States	Northeast	Midwest	South	West
	1979	221,000	61,000	56,000	61,000	44,000
	1980	186,000	52,000	46,000	55,000	37,000
	1981	153,000	45,000	33,000	46,000	28,000
	1982	130,000	45,000	26,000	39,000	20,000
	1983	205,000	79,000	41,000	54,000	31,000
	1984	230,000	96,000	45,000	55,000	34,000
	1985[p]	279,000	135,000	47,000	64,000	30,000
1984	III	247,000	109,000	47,000	56,000	35,000
	IV	218,000	93,000	42,000	52,000	31,000
1985	I	231,000	99,000	46,000	57,000	30,000
	II	257,000	126,000	46,000	60,000	24,000
	III	317,000	162,000	55,000	69,000	31,000
	IV[p]	295,000	137,000	52,000	70,000	36,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

	Year	United States	Northeast	Midwest	South	West
	1979	4,049,000	587,000	1,117,000	1,414,000	931,000
	1980	3,159,000	455,000	848,000	1,147,000	709,000
	1981	2,572,000	398,000	665,000	963,000	544,000
	1982	2,120,000	399,000	516,000	819,000	386,000
	1983	2,924,000	572,000	750,000	1,089,000	512,000
	1984	3,098,000	607,000	800,000	1,128,000	563,000
	1985[p]	3,495,000	757,000	914,000	1,236,000	584,000
1984	III	3,010,000	620,000	780,000	1,080,000	540,000
	IV	3,030,000	600,000	770,000	1,100,000	550,000
1985	I	3,210,000	660,000	830,000	1,190,000	530,000
	II	3,300,000	700,000	870,000	1,170,000	560,000
	III	3,680,000	820,000	990,000	1,280,000	590,000
	IV[p]	3,800,000	830,000	980,000	1,330,000	650,000

p Components may not agree with totals due to rounding.
p Preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1983	1984	1985[p]	1984	1985			
				IV	I	II	III	IV[p]
Alabama	41.8	53.3	60.0	54.1	48.4	57.1	64.5	68.6
Alaska	12.1	9.2	10.0	7.4	9.2	10.8	9.5	10.9
Arizona	50.7	59.8	71.7	54.7	57.3	69.9	78.4	75.1
Arkansas	43.0	43.4	49.7	43.2	43.4	46.2	55.7	52.4
California*	343.2	382.1	400.8	372.6	355.5	395.7	414.2	437.6
Colorado	46.1	47.1	49.3	41.7	45.9	47.5	49.1	55.5
Connecticut	37.8	44.5	55.9	45.8	51.7	55.0	54.5	62.8
Delaware	9.3	10.0	12.3	10.8	11.3	11.9	13.1	13.2
District of Columbia	7.5	7.8	9.9	7.9	9.2	9.4	10.8	10.6
Florida	127.7	137.6	151.3	134.3	127.2	138.2	144.7	201.8
Georgia	51.0	60.1	64.9	57.7	82.0	61.1	50.6	68.7
Hawaii	7.8	7.0	7.9	9.3	6.0	7.1	7.2	12.4
Idaho	11.3	12.3	11.5	14.4	11.1	11.1	11.9	12.1
Illinois	115.3	122.5	140.9	127.2	124.0	125.9	153.1	166.6
Indiana	57.2	64.5	90.3	63.9	65.8	70.0	112.8	115.9
Iowa	39.1	41.9	39.5	41.1	33.2	40.8	45.3	37.0
Kansas	49.3	49.8	47.4	43.3	47.3	47.3	52.5	41.5
Kentucky	56.5	57.3	58.1	58.3	59.5	51.1	61.5	61.5
Louisiana	63.0	50.3	44.3	49.4	40.5	47.4	52.2	36.4
Maine	21.0	23.3	27.2	23.3	24.4	26.6	28.4	28.2
Maryland	60.8	66.8	80.7	67.1	72.1	72.7	93.1	85.7
Massachusetts	65.0	66.5	80.0	69.3	74.5	72.0	82.7	89.0
Michigan	135.1	139.4	167.2	138.7	128.5	164.4	190.8	187.1
Minnesota	58.6	65.5	73.9	60.3	68.5	75.9	77.4	73.7
Mississippi	32.6	32.0	35.9	33.2	28.8	33.5	42.5	38.6
Missouri	72.1	81.0	85.8	75.4	82.3	85.3	89.4	89.4
Montana	12.4	12.4	11.1	13.2	10.5	10.8	11.4	12.0
Nebraska	24.6	24.9	24.5	25.0	20.3	24.4	28.9	22.7
Nevada	10.2	9.4	10.0	8.8	9.1	9.9	10.2	10.9
New Hampshire	15.2	16.9	19.3	12.2	19.6	19.4	21.4	15.7
New Jersey	112.9	119.7	148.4	121.6	127.3	136.3	160.5	167.6
New Mexico	18.3	19.1	19.8	19.3	14.0	18.5	19.9	27.5
New York	148.5	148.9	192.6	144.1	159.4	174.5	210.6	218.2
North Carolina	93.0	103.2	123.3	105.0	120.5	115.7	125.2	131.9
North Dakota	9.4	10.0	8.9	9.3	8.9	8.2	9.2	9.9
Ohio	129.1	138.3	162.5	143.1	149.0	149.0	164.4	189.6
Oklahoma	64.7	51.9	46.6	46.9	46.1	48.3	46.8	45.3
Oregon	34.4	35.7	39.3	42.7	43.5	21.4	39.6	51.9
Pennsylvania	156.9	170.4	210.4	168.5	183.8	198.1	239.3	221.9
Rhode Island	8.8	11.0	13.2	11.4	9.0	12.2	16.6	14.4
South Carolina	39.7	46.0	52.5	46.5	49.0	51.8	57.0	52.3
South Dakota	13.3	11.8	11.4	13.6	11.4	11.4	11.9	10.7
Tennessee	71.1	78.7	99.0	81.7	83.7	90.0	108.4	112.3
Texas	191.1	196.7	203.8	202.8	192.5	198.2	212.3	218.0
Utah	14.7	15.0	15.5	15.2	14.3	17.3	13.7	17.0
Vermont	7.4	8.2	9.9	7.6	8.4	8.8	10.7	11.3
Virginia	103.1	98.1	107.2	99.7	115.8	104.7	98.1	106.9
Washington	44.9	44.9	44.9	39.8	43.6	41.0	47.1	50.6
West Virginia	32.2	34.6	37.7	33.9	34.7	37.2	39.9	39.3
Wisconsin	53.8	56.0	64.0	48.5	55.1	66.8	67.5	62.9
Wyoming	5.5	6.2	6.6	6.1	5.3	6.9	6.6	7.6

* Provided by the California Association of REALTORS®. p Preliminary

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1983	1984	1985p	1984	1985			
				IV	I	II	III	IVp
Albany/Schenectady/Troy	$49.4	$52.9	$60.3	$53.8	$56.0	$61.5	$61.0	$61.5
Akron	n/a	50.4	52.7	48.3	50.9	52.2	55.4	51.6
Orange County (Anaheim/Santa Ana MSA**)	134.9	133.7	136.2	130.6	132.1	135.2	137.8	139.6
Atlanta	63.0	66.2	n/a	68.5	73.5	72.0	72.0	n/a
Baltimore	n/a	66.1	72.6	66.6	67.6	71.9	77.4	72.8
Birmingham	62.8	65.1	64.5	61.7	62.0	65.0	65.2	64.6
Boston	82.6	100.0	134.2	104.8	108.6	131.0	138.8	144.8
Buffalo/Niagara Falls	n/a	44.8	46.6	42.9	46.9	47.0	46.3	45.6
Chicago	76.4	79.5	81.1	77.8	78.8	81.8	82.3	81.5
Cincinnati	57.2	58.9	60.2	57.2	59.6	61.1	61.8	58.5
Cleveland	n/a	62.7	63.3	61.4	61.9	66.4	n/a	62.2
Columbus	59.4	59.9	62.2	57.4	59.0	61.4	64.4	62.7
Dallas/Ft. Worth	76.0	82.2	88.0	80.0	86.6	87.1	89.8	88.2
Denver	78.3	82.7	84.3	82.7	82.4	83.7	85.9	84.5
Detroit	47.5	48.5	51.7	47.9	51.3	51.0	52.6	51.7
Ft. Lauderdale/Hollywood/Pompano Beach	73.9	73.1	74.6	73.5	71.0	73.3	76.8	75.5
Hartford	n/a	87.4	99.6	91.7	90.2	97.2	102.0	103.9
Houston	79.9	77.6	80.7	74.8	78.6	76.2	83.7	86.1
Indianapolis	52.8	53.1	55.0	51.5	52.5	55.4	55.3	55.1
Jacksonville	n/a	55.7	58.4	56.4	55.3	58.8	59.8	58.6
Kansas City	58.8	59.1	61.5	58.9	62.9	63.0	61.0	59.5
Los Angeles Area**	112.7	115.3	n/a	114.5	114.3	116.9	n/a	119.9
Louisville	47.4	48.9	50.5	48.3	50.4	51.0	51.4	49.1
Memphis	61.6	64.1	64.6	64.5	64.5	63.8	67.2	62.4
Miami/Hialeah	n/a	79.5	80.5	77.8	73.4	84.0	86.1	79.2
Milwaukee	68.0	68.2	67.5	64.1	66.6	68.7	66.7	68.1
Minneapolis/St. Paul	73.6	74.0	75.2	73.6	74.2	75.2	75.9	75.4
Nashville	61.0	62.9	66.1	62.8	64.7	66.0	66.6	66.6
New York/Northern New Jersey/Long Island	88.9	105.3	133.6	107.7	125.0	130.4	138.2	139.8
Oklahoma City	61.6	63.9	64.7	64.4	63.2	65.5	65.5	63.3
Orlando	n/a	70.1	70.3	69.7	67.3	71.9	72.4	69.0
Philadelphia	64.5	65.2	68.3	64.3	70.2	72.1	71.7	69.3
Phoenix	n/a	74.7	74.7	74.3	74.1	73.9	73.4	75.7
Portland	n/a	62.9	61.5	62.7	61.9	60.6	63.2	59.5
Providence	54.7	59.6	67.5	59.3	63.0	65.5	69.8	70.2
Rochester	54.8	59.7	64.2	60.4	60.3	64.0	65.8	63.7
St. Louis	58.9	61.8	65.7	61.9	60.8	65.7	68.8	65.9
Salt Lake City/Ogden	64.3	65.8	66.7	66.7	63.9	67.1	67.6	67.5
San Antonio	62.6	67.5	62.7	62.6	66.1	68.1	71.0	65.0
San Diego**	98.9	100.2	106.4	104.9	101.2	104.3	109.3	110.6
San Francisco Bay Area**	129.5	129.9	n/a	130.4	n/a	134.5	143.8	n/a
Santa Clara County (San Jose/Palo Alto MSA**)	127.6	123.1	n/a	119.0	n/a	128.0	138.7	n/a
Syracuse	n/a	50.7	58.8	50.4	53.7	56.8	60.7	61.2
Tampa/St. Petersburg/Clearwater	55.5	58.4	58.4	58.6	53.1	58.3	60.3	58.9
Tulsa	n/a	67.3	66.7	69.8	69.8	68.0	66.3	63.6
Washington, D.C.	89.4	93.0	97.1	91.7	94.9	97.5	98.3	97.3

n/a Not Available p Preliminary

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. ** Provided by the California Association of REALTORS®